

ORGANIC DAIRY MARKET NEWS
Information gathered October 11 - 22, 2021

ORGANIC DAIRY FLUID OVERVIEW

New England Organic Milk Sales and Sourcing. Federal Milk Market Order 1, in New England, reports utilization of types of organic milk by pool plants. During September 2021, organic whole milk utilization totaled 14.1 million pounds, up from 12.4 million pounds the previous year. Butterfat content, 3.30 percent, improved from the 3.29 percent the previous year. The September 2021 utilization of organic reduced fat milk, 16.2 million pounds, declined from the 17.3 million pounds a year earlier. The butterfat content for organic reduced fat milk, 1.40 percent, declined from 1.55 percent the previous year.

Organic Milk Product Sales. The Agricultural Marketing Service (AMS) reports estimated U.S. sales of total organic milk products for August 2021 were 228 million pounds, down 1.7 percent from August 2020 and down 2.0 percent year-to-date. Organic whole milk sales for 2021, 103 million pounds, were unchanged compared to a year earlier, but down 1.1 percent year-to-date 2020. Reduced fat milk (2%) sales were 78 million pounds, down 4.5 percent from the previous year and down 1.3 percent year-to-date.

ESTIMATED TOTAL U.S. SALES OF ORGANIC FLUID MILK PRODUCTS
August 2021, with comparisons

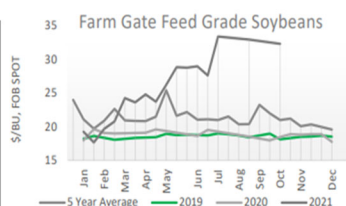
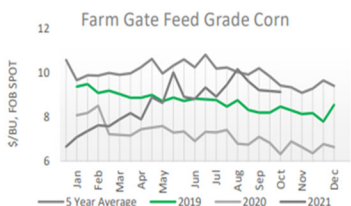
	SALES ¹		CHANGE from:	
	August (million pounds)	Y-T-D	Last Yr.	Y-T-D (percent)
Organic Production Practices				
Whole Milk	103	836	---	-1.1
Flavored Whole Milk	1	12	27.4	105.3
Reduced Fat Milk (2%)	78	643	-4.5	-1.3
Low Fat Milk (1%)	26	211	1.5	-7.5
Fat-Free Milk (Skim)	14	118	-6.7	-10.1
Flavored Fat-Reduced Milk	6	57	2.2	6.3
Other Fluid Milk Products	0	0	452.3	-62.1
Total Fat-Reduced Milk	124	1,030	-3.2	-3.4
Total Organic Milk Products	228	1,878	-1.7	-2.0

¹ Data may not add due to rounding.

ORGANIC GRAIN FEEDSTUFF OVERVIEW

National Organic Grain Feedstuff. Compared to last period, organic feed corn trade is moderate on good demand, with some forward contracts for 2022 Q1 delivery. Exchanges are 40 cents higher delivered elevator. Organic feed soybeans trade activity is light to moderate on very good demand for spot market transactions, as trades emerge 50 cents higher delivered elevator. The market is seeing very good demand for forward contracts with the bulk of agreements delivering Q4 2021 through Q1 2022. Trading is light on very good demand for organic soybean meal, with no comparable trades from the prior period. All other organic grain markets are sluggish.

Feed Grade	Unit	Spot Transactions				Forward Contracts		Cash Bids
		Price Range	Avg.	Change	Prior Year	Price Range	Delivery Period	Price Range
Yellow Corn	\$/bu	8.50 - 10.00	9.14	N/A	6.89	8.45 - 10.25	Dec-21 - Jun-22	9.00 - 9.00
Soybeans	\$/bu	32.00 - 32.50	32.28	N/A	18.89	27.00 - 34.50	Oct-21 - Nov-22	32.00 - 32.00
Wheat	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Oats	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Barley	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Rye	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A
Sorghum	\$/bu	N/A - N/A	N/A	N/A	N/A	N/A - N/A	N/A - N/A	N/A - N/A

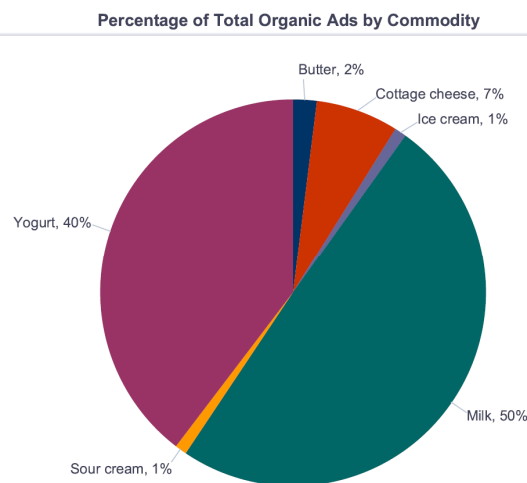


ORGANIC DAIRY RETAIL OVERVIEW

Dairy Retail Ads Summary. This week, total organic dairy retail advertisements declined 34 percent in surveyed stores. By commodity, retailers posted fewer ads for organic milk, -39 percent, and organic yogurt, -21 percent. By pack size, 32 oz. organic yogurt ads declined 61 percent, 16 ounce organic butter ads dipped 50 percent and organic half gallon milk ads withdrew 36 percent. The Northwest and Hawaii were the only regions to increase organic dairy advertisements, 25 percent and 100 percent, respectively.

The difference between the half gallon conventional milk price, \$1.58 and the half gallon organic milk price, \$4.15, is an organic premium of \$2.57. The price spread between organic and conventional milk, half gallon package, increased \$1.15 from the previous survey.

The advertised organic dairy products and ad percentages from the Dairy Market News retail survey are provided in the pie chart below:



Product pricing information of selected organic dairy commodities, from the current weekly retail survey, is presented in the following table:

NATIONAL RETAIL ORGANIC DAIRY WEIGHTED AVERAGE ADVERTISED PRICE

COMMODITY	This Week	Last Week	Last Year
Butter 16 oz.	\$5.86	\$4.29	\$5.99
Cream Cheese 16 oz.	n.a.	\$2.57	\$2.50
Sour Cream 8oz	\$2.00	n.a.	n.a.
Milk Half Gal Gallon 8 oz.UHT	\$4.15 n.a. n.a.	\$3.60 \$5.99 n.a.	\$3.47 n.a. \$1.25
Yogurt 4-6 oz. Greek 32 oz. Greek 4-6 oz. Yogurt 32 oz. Yogurt	n.a. \$3.88 \$1.25 \$3.62	n.a. \$3.88 n.a. \$3.70	n.a. \$3.59 n.a. \$3.49

Data source: USDA Dairy Market News

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**DIRECT TO CONSUMER
ORGANIC DAIRY PRODUCTS PRICES**

The following tables identify U.S. price range results from a Dairy Market News national survey of publicly available prices of organic dairy products, available from farmstead outlets and online. There may be prices offered outside of the price range which were not identified by the survey. These are cows' milk products.

BUTTER			
Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Butter		1 lb	: 3.50 - 5.50
Organic Butter		8 oz	: 2.75 - 10.00

CHEESE			
Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Cheese	Cheddar - 2-4 year	8 oz	: 5.73 - 10.00
Organic Cheese	Cheddar - 5-9 year	8 oz	: 8.50 -
Organic Cheese	Cheddar - Medium	8 oz	: 4.50 - 4.52
Organic Cheese	Cheddar - Mild	8 oz	: 4.14 - 6.00
Organic Cheese	Cheddar - Sharp	8 oz	: 4.50 - 6.93
Organic Cheese	Colby	8 oz	: 4.50 - 6.29
Organic Cheese	Farmers	8 oz	: 4.00 - 6.00
Organic Cheese	Gouda	8 oz	: 12.00 -
Organic Cheese	Monterey Jack	8 oz	: 4.50 - 6.67
Organic Cheese	Mozzarella	8 oz	: 7.50 - 12.50
Organic Cheese	Muenster	8 oz	: 5.25 - 6.00
Organic Cheese	Pepper Jack	8 oz	: 5.33 - 12.50
Organic Cheese	Curds	per lb	: 12.00 -

MILK			
Commodity	Type	Pack Size	: Organic : <u>Price Range \$</u>
Organic Milk	All fat tests	Half Gallon	: 6.00

Information for the period October 11 -22, 2021 , issued monthly.

DANE COUNTY FARMERS' MARKET

The Dane County Farmers' Market is a large urban market located on the Capitol Square in Madison, Wisconsin. It is the largest producer-only market in the country. The market requires dairy product vendors to have either made their products with their own animals' milk and processed at a licensed dairy facility or procured milk from farmers and processed into dairy products. All reported dairy products are local to Wisconsin and sold by producers. These are cows' milk products.

Data from the Dane County Farmers' Market is listed in the table below.

Commodity	Type	Age	Pack Size	Conventional ¹ Price Range \$	Organic Price Range \$
Cheese	Blue		per lb	: 10.00 -	:
Cheese	Brick		per lb	: 5.95 -	:
Cheese	Brie		per lb	: 10.00 -	:
Cheese	Cheddar	1 year	per lb	: 6.50 - 8.00	:
Cheese	Cheddar	10 year	per lb	: 14.99 - 18.95	:
Cheese	Cheddar	11-14 year	per lb	: 20.00 - 25.95	:
Cheese	Cheddar	2-4 year	per lb	: 6.49 - 11.50	:
Cheese	Cheddar	5-9 year	per lb	: 8.95 - 14.95	:
Cheese	Cheddar	Medium	per lb	: 6.75 -	:
Cheese	Cheddar	Mild	per lb	: 5.95 -	: 11.00 -
Cheese	Cheddar	Sharp	per lb	: 7.25 -	:
Cheese	Colby		per lb	: 5.95 - 9.00	:
Cheese	Curds		per lb	: 6.67 - 9.60	:
Cheese	Farmers		per lb	: 5.95 -	:
Cheese	Gouda		per lb	: 9.00 - 10.00	:
Cheese	Monterey Jack		per lb	: 5.95 -	:
Cheese	Muenster		per lb	: 5.95 -	:
Cheese	Pepper Jack		per lb	: 5.95 -	:
Cheese	Swiss	< 1 year	per lb	: 8.50 - 14.95	:
Cheese	Swiss	1-5 year	per lb	: 8.50 - 11.95	:
Cheese	Swiss	Baby	per lb	: 7.95 - 13.95	:

¹ Prices reported may include "grass-fed" or "pasture-grazed" products.

Information for day of market, Saturday, October 16, 2021, issued monthly during season.